

Student Nicolas Rubio

Major: Finance and International Business

Comerica Bank

Log # 1

Time Frame: 9/22/2014 – 8/31/2014

Hours Worked in log period: 80

Tasks and/or projects completed:

- *Planning and coordination of the operational activities of a company to guarantee clients are in compliance of their loan covenants. Tasks include creation and follow up of Income statements, balance sheets, cash reports and financial projections.*
- *Market Research to support business development activities- project completed related to incubators in Texas such as Capital Factory Incubator. Tasks include gathering information about start ups in the incubators such as upcoming events, revenues if available and key executives. Get all the info together in a spreadsheet*

Projects in process:

- Keep on doing market research for tech capital ventures in Texas, very similar to the incubators project, also in a more ambitious level, do a similar spreadsheet for all tech companies with revenues between \$5M-\$100M in Houston.

Skills developed/enhanced:

- Analytical and quantitative skills, experience in accounting
 - Through these projects, I have developed my quantitative and analytical skills by having to analyze the data we receive from our client companies and knowing how to input it into a balance sheet, income statement, or some other kind of accounting form.
- Researching
 - This projects has helped me to understand what the process is to find new customers in this business and what is the right way to approach potential clients. It has also shown me how to evaluate a potential client to see if he could be a serious candidate for a loan or a credit.

Goals Completed:

- I have a better understanding of how a bank works (in what way? This is very broad)
 - I reached this goal by going over the Comerica Book about lending as well as completing my daily tasks. I know this process will take more than a month in total, it will probably take more than the time of this internship to understand it, but I think I have done as much as I could and I now have the idea I wanted to reach about how lending works. Through market research I have also found out how the search and decisions to present a lending offer work. I have also been of as much as I could be as I planned. The way I have increased my knowledge about banking lending, is through follow-ups of company's financial. I have been part of the team that evaluates a company before extending a credit to them. Now I know for example about the process: first search for companies who have certain amounts of revenues, meet with their management and understand the business they are in, then present an offer. If in the end the company becomes a client, there needs to be daily monitoring of the cash accounts of the company as well as monthly balance sheet and income statement check up.
- I have sent my resume to many places in the search for my dream job next year once I graduate.
 - I have sent my resume to 11 strategic consulting companies, which is the field I would like to get into. For now this is all I can do since I need to wait for a response of some of them.
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- I have highly improved my Linked in site. Now it is ranked on the 20% most viewed profiles from all of my connections. Nby the way I got more than 20 new connections in the last mont. I updated a profile pic as well as my resume.

Goals in progress:

- Linux course completion
 - I need to work harder on this, it is going to take more time than what I expected since I also have to count on the fact that I still need to keep working on my other school classes, I will try to catch up in the next month in this one.
- Find my next job,
 - Although I have applied for several positions, I am still waiting to see if I can get anything settled for next year. It is going to be a long process deciding where to live and what position best fit my career purposes.

Questions, Challenges, and Accomplishments:

- Challenges
 - Most of my challenges have always been related to the lack of time. Working and being a full student is hard enough, let alone also finding the time to have fun and prepare my near future. But I am managing to keep up with everything.
 - Also, one of my goals, related to doing some research into competition is harder than I expected, it is very hard to find info about competition since they keep everything as private as they can. But I will keep on working on this to see if there is anything I can do
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